

Dear Interested Parties:

The City seeks Interest Statements from financial institutions that would be interested in installing and servicing automated teller machines (ATMs) at the Alamodome.

The Alamodome is a ten-year-old multi-purpose facility that hosts a variety of sporting, entertainment, consumer, concert, convention, and civic type events. Over its ten-year life thus far there have been over 16,858,042 visitors to the facility. Many of the events are of regional, national and in some instances international import. Recent examples include NCAA basketball regional and championship tournaments, the Alamobowl, and the X-Games Global Championships.

The Alamodome has an aggressive event development mission. With the departure of the San Antonio Spurs Basketball Club that played in the facility since opening in 1993 until 2002, the facility has enjoyed increased scheduling flexibility which has allowed it thus far to maintain the number of event days that it enjoyed during the Spurs tenancy. Facility management is currently in negotiations with other professional and semi-professional sports organizations to establish teams to play in the Alamodome.

The advertising value of placing ATMs with signage inside and outside the Alamodome is enormous, especially if combined with a separate advertising package. Thousands of patrons see and utilize the ATMs during events. As an example of the Alamodome's continued viability as a major advertising venue, Pepsi Bottling recently signed a five-year agreement to serve its products exclusively in the facility and to market the facility through can promotions in the region.

The Alamodome is beginning a new era. This new era will be marked by exciting new events, a new and fresh look, and an aggressive marketing stance. Your ATMs can be a part of this new era while servicing your customers and developing new business via the tremendous advertising opportunities.

Michael Abington, Director
Alamodome

CITY OF SAN ANTONIO, TEXAS

ALAMODOME



Request for Interest Statements (RFI)

for

Installation and Service of Automated Teller Machines (ATMs) at the Alamodome

December 5, 2003

Request for Interest (RFI) Statements

Installation and Service of
Automated Teller Machines (ATMs)
at the Alamodome

I. Background

The purpose of this RFI is to enable the City of San Antonio to identify financial institutions that would be interested in installing and servicing ATMs at the Alamodome. There are currently three (3) ATMs located at the facility. Two (2) ATM's are located at the north entrance to the Alamodome and are used for smaller events in the Alamodome's arena configuration. A third (3rd) ATM is located at the south entrance, which is used in conjunction for larger events that are in the full dome configuration, such as the AlamoBowl.

For the period September 2002 through September 2003 approximately 1,041,343 patrons attended 128 events at the Alamodome. During this same time period a total of 16,869 transactions were recorded by the three (3) ATMs at this facility. Following is a breakdown of usage by ATM and location:

North Entrance (exterior of building): 3,407 transactions

North Entrance: 8,442 transactions

South Entrance: 5,020 transactions

Under the terms of existing ATM agreements the City receives 50% of the foreign transaction fee collected by the financial institution which is payable to the City on a monthly basis. In addition the City is also paid a monthly fee by the vendor in the amount of \$350, plus applicable city, federal and state taxes and fees, for the telecommunication links provided to each ATM, depending on services requested by the financial institution.

Based on the information above the City is seeking the following from financial institutions:

1. Information regarding your institution's interest in placing ATMs at the Alamodome under the existing terms and conditions described above.
2. Information regarding your institution's interest in placing ATMs at the Alamodome under other terms and conditions, including your institution's interest in a possible advertising package.
3. Any additional information such as alternate cash transaction solutions that the City may wish to consider.

II. Submission of Interest Statements

Responses to this RFI are due no later than 3 p.m. central standard time (CST), December 19, 2003, at the address below, or via e-mail to kevinb@alamodome.com. Any responses received after this time shall not be considered.

Mailing Address:

City of San Antonio - Alamodome
P.O. Box 839966
San Antonio, TX 78283-3966

Physical Address:

Alamodome
100 Montana Street
San Antonio, Texas 78203

ENVELOPE SHOULD BE MARKED:

“Request for Interest (RFI) Statements for Installation and Servicing of Automated Teller Machines (ATMs) at the Alamodome”

III. Submission of Questions

If you have any questions concerning this RFI, please submit them in writing to:

Mr. Kevin Burton
Fiscal Operations Manager
Alamodome Department
100 Montana Street
San Antonio, Texas 78203
Fax no.: (210) 207-3646

Or at:

kevinb@alamodome.com

This RFI is posted on the City of San Antonio web page: www.sanantonio.gov/rfp/